Workplan Logistics
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I. Selling/Execution Detail

Month: September (8/31 - 10/2/98)

Promotion: DORAL Price Check Jackpot - Supermarkets

Promotion #: 801315 **Pre-Sleeved**: Yes (see special instructions)

Item #: N/A

Segment: Supermarkets Partners

SKU Quantity: 80 offers/8 cartons per store (2 cartons each brand style)

Placement/MSA Reporting: D O R _ S E P T _ J P O T / S M

Reporting Dates: 8/31/98 - 10/30/98

Promotion Details: **1) Promotion Description**: Single pack promotion selling at the existing ceiling strategy discount price. Promotion product will be sleeved w/$.40 off 2 pack coupon onserts. Consumer sweepstakes for $1,000,000 (non-restricted states) or Consumer contest for $100,000 (MA,MI,VA)

2) Materials Description: Supplemental POS Kit to be shipped to Reps week of 8/17/98. Kits contain static cling, 24" Pk Merch Cds and wobblers. Utilize these and any additional pieces in Supermarkets. Utilize additional sleeves and onserts in Supermarket outlets if needed.

3) Recommended Displays: Use existing platforms

4) Special Instructions: Wholesale will receive sleeved product in regular cartons with promotional UPC labels affixed to both end flaps. 8 cartons (2 cartons each style) should be shipped to each Supermarket account. No VAP display to be shipped from wholesaler.

Pricing Details:
- **Invoice Description**: DOR SEPT JPOT/SM
- **Pricing**: Regular list price
- **Terms**: Standard 3.25% + .5% EFT
- **Additional Allowance**: N/A

Promotional Packaging UPC: 12300-23797

Product UPC (Cases):

25459 - Lt 100	25462 - Ult Lt 100	25465 - Box 100
25460 - 100	25463 - Box	25466 - Lt Box 100
25461 - Lt Mthl 100	25464 - Lt Box	

Product UPC (Cartons):

12300-25451 - Lt 100	12300-25455 - Lt Box
12300-25452 - Lt Mthl 100	12300-25456 - FF Box
12300-25453 - FF 100	12300-25457 - Lt Box 100
12300-25454 - Ult 100	12300-25458 - FF Box 100

VAP Payment Per 6M Case: Normal rates apply for tax stamping/shipping only

II. Promotion Timing

Allocations Available: 6/15/98

Model Available: 6/16 (add supermarket accounts to execution workplan model prior to transfers)

Allocation Adjustments to Model: 6/16 - 7/3/98

Templates Available: 7/6/98

Valued-Added Transfer Deadline: 7/10/98

First Order Date: 7/13/98

First Delivery Date to Direct Accounts: 8/3/98

VAP/Delivery Date to Retail Accounts: 8/31/98

Last Delivery Date to Direct Accounts: 9/11/98

Roll Remaining Allocations to National/Clean-Up: 9/14 - 9/18/98

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Source: https://www.industrydocuments.ucsf.edu/docs/hhjn0000